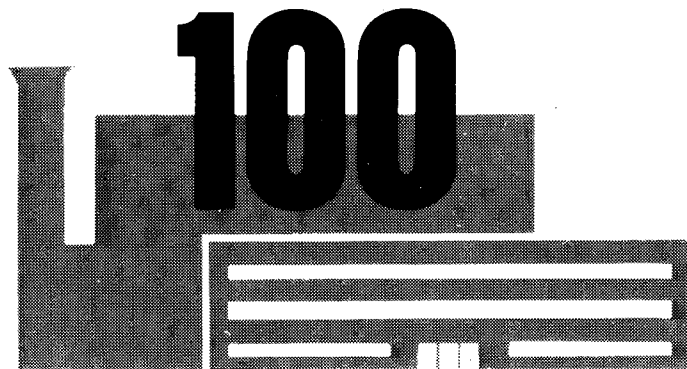
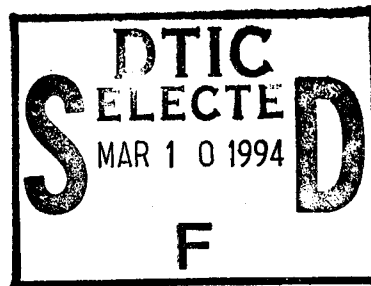


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100 COMPANIES
RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS
Fiscal Year 1986



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100 COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1986

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Department of Defense
Washington Headquarters Services
Directorate for Information
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DTIC and NTIS identification number for this publication is DIOR/P01-86/01

FOREWORD

100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards is published annually. This report contains summary data on the 100 companies including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during Fiscal Year 1986.

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INTRODUCTION

This report presents summary data on the 100 companies and their subsidiaries receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1986. Table 1, (page 7) lists the 100 companies in alphabetical order and gives their associated rank. Table 2 (page 9) identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases the parent company receives no awards itself but appears on the list because of its subsidiaries. Table 2 also shows what percent of the total awards each company's awards represent as well as the cumulative percent represented by all companies.

NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g. the value of a terminated contract or other downward adjustment to a contract is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide, are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms, or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government agencies and financed with Department of Defense funds or contracts awarded in foreign nations through their respective governments.

DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE DUN & BRADSTREET CORPORATION'S DATA UNIVERSAL NUMBERING SYSTEM AND ITS ABILITY TO DESCRIBE RELATIONSHIPS OF COMPANIES.

HIGHLIGHTS

Department of Defense prime contract awards over \$25,000 totaled \$145.7 billion during FY 1986, \$5.0 billion less than in FY 1985. The 100 firms and their subsidiaries receiving the largest amount of DoD contracts in FY 1986 received \$98.6 billion or 67.7 percent of this amount, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1985 the top 100 companies received \$105.6 billion or 70.1 percent of all awards.

Table A below shows that the first five companies received 22.0 percent of the total received by all companies in FY 1986, compared with 22.5 percent during FY 1985. The company ranked as number one during FY 1986, General Dynamics Corporation, received awards totaling \$8.0 billion, compared with awards totaling \$8.9 billion for the number one company in FY 1985. The smallest total amount received by a company in the FY 1986 list was \$149 million, compared with \$148 million in FY 1985.

Table A

| COMPANY POSITION | Percent of Total | | | |
|---------------------|------------------|---------|---------|---------|
| | FY 1983 | FY 1984 | FY 1985 | FY 1986 |
| 1st | 5.3% | 5.7% | 5.9% | 5.5% |
| 2nd | 4.8 | 4.7 | 4.9 | 4.7 |
| 3rd | 3.5 | 4.5 | 4.2 | 4.5 |
| 4th | 3.5 | 3.7 | 3.9 | 3.8 |
| 5th | 3.5 | 3.4 | 3.6 | 3.5 |
| TOTAL 1-5 | 20.6 | 22.0 | 22.5 | 22.0 |
| 6-10 | 13.7 | 12.4 | 12.1 | 13.1 |
| 11-25 | 16.3 | 16.1 | 16.4 | 14.9 |
| TOTAL 1-25 | 50.6 | 50.5 | 51.0 | 50.0 |
| 26-50 | 10.7 | 10.5 | 11.3 | 9.8 |
| 51-75 | 5.3 | 5.0 | 4.7 | 4.8 |
| 76-100 | 3.3 | 3.1 | 3.1 | 3.1 |
| TOTAL 1-100 | 69.9% | 69.1% | 70.1% | 67.7% |

Changes in the Top 100 Companies, FY 1985 To FY 1986

Eighteen companies who did not appear on the list last year are among the top 100 companies this year. (See Table B below.) Of these, one appears in position 32, one in position 37, and the balance between positions 55 and 100. The eighteen companies who appeared on the FY 1985 list who do not appear on this year's list are also shown in Table B. Of the 82 companies appearing on the list in both Fiscal Years 1985 and 1986, 42 advanced their position, 33 are in a lower position, and 7 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

Table B

| Companies Listed in FY 1986 But not in FY 1985 | Companies Listed in FY 1985 But not in FY 1986 |
|--|---|
| BAHRAIN NATIONAL OIL BELL BOEING JV BRUNSWICK CORP. CHRYSLER CORP. COLT INDUSTRIES, INC. DIGITAL EQUIPMENT CORP. ELECTROSPACE SYSTEMS, INC. G E C INC. GATES CORP., THE HARSCO CORP. HOLLY CORP. I T T & VARO JV MORRISON KNUDSEN CO. OLIN CORP. PACIFIC RESOURCES, INC. STEUART INVESTMENT CO., INC. TRANSAMERICA CORP. ZENITH ELECTRONICS CORP. | BRITISH PETROLEUM CO. PLC CALTEX PETROLEUM CORP. CAPITAL MARINE CORP. DAY & ZIMMERMAN, INC. DU PONT E I DE NEMOURS & CO. DUCHOSSOIS INDUSTRIES, INC. FAIRCHILD INDUSTRIES, INC. HUGHES HOW. MED. INSTITUTE ^{1/} I C I AMERICAN HOLDINGS, INC. KUWAIT NATIONAL PETROLEUM CO. LOGICON, INC. MARINE TRANSPORT LINES, INC. MASON&HANGER SILAS MASON CO. PACE INDUSTRIES, INC. PHIBRO-SALOMON, INC. R C A CORP. ^{2/} SAMWHAN CORP. TRANSWORLD OIL, INC. |

¹ Hughes Aircraft is now a subsidiary of General Motors Corp.

² R C A Corp. is now a subsidiary of General Electric Co.

Some of the major changes during the year were the divestiture of Bath Iron Works by Congoleum Corp.; divestiture of Avondale Shipyards by Ogden Corp. (now Avondale Industries); acquisition of Cessna Aircraft by General Dynamics; and acquisition of Ex-Cello Corp. by Textron, Inc.

Two other major acquisitions occurred, the acquisition of Sperry Corp. by Burroughs Corp. (now named Unisys) and the acquisition of Sanders Associates by Lockheed Corp., however, each of these companies stand on their own in this report as they were not finalized until after September 30, 1986.

Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, each company has been assigned in Table C (below) to the procurement category that accounts for its largest dollar volume of DOD awards; for example, General Electric Co. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this table, it has been assigned to "Aircraft", the procurement category accounting for its largest dollar volume of DOD contract awards.

Table C

| Procurement Category | Number of Companies | | |
|----------------------|---------------------|---------|--------|
| | FY 1986 | FY 1985 | Change |
| Aircraft | 20 | 18 | +2 |
| Missiles | 12 | 12 | - |
| Ships | 5 | 7 | -2 |
| Tank-Automotive | 4 | 6 | -2 |
| Ammunition | 6 | 8 | -2 |
| Electronics | 26 | 21 | +5 |
| Services | 7 | 7 | - |
| Construction | 1 | 1 | - |
| Petroleum | 17 | 18 | -1 |
| Weapons | 1 | 1 | - |
| Subsistence | 0 | 0 | - |
| All Other | 1 | 1 | - |

Companies With Prime Contract Awards Totaling Over \$2 Billion

During FY 1986, 11 companies received prime contract awards totaling over \$2 billion. Each company is listed in Table D by rank, along with its FY 1985 rank and the dollar value of the awards it received in both FY 1985 and FY 1986. Table E (page 5) describes the major products of these 11 companies.

Table D

| RANK | | COMPANY NAME | AWARDS (In Billions) | |
|------|------|------------------------------|-------------------------|-------|
| 1986 | 1985 | | 1986 | 1985 |
| 1 | 2 | General Dynamics Corp.. | \$8.0 | \$7.4 |
| 2 | 4 | General Electric Co. | 6.8 | 5.9 |
| 3 | 1 | McDonnell Douglas Corp. | 6.6 | 8.9 |
| 4 | 3 | Rockwell International Corp. | 5.6 | 6.3 |
| 5 | 17 | General Motors Corp. | 5.1 | 1.6 |
| 6 | 6 | Lockheed Corp. | 4.9 | 5.1 |
| 7 | 9 | Raytheon Co. | 4.1 | 3.0 |
| 8 | 5 | Boeing Co. | 3.6 | 5.5 |
| 9 | 7 | United Technologies Corp. | 3.5 | 3.9 |
| 10 | 10 | Grumman Corp. | 3.0 | 2.7 |
| 11 | 11 | Martin Marietta Corp. | 2.9 | 2.7 |

Table E

| <u>COMPANY</u> | <u>MAJOR PRODUCTS</u> |
|---------------------------------|--|
| 1. General Dynamics Corp. | F-16 FALCON fighter aircraft. Nuclear submarines. TOMAHAWK, SPARROW, STINGER and RIM-66 standard missile systems. M-1 tank. MK-15 close-in weapon system. |
| 2. General Electric Co. | F-100, T-700, J-85, J-79, and TF-34 turbofan and turbojet engines. Nuclear reactors for submarines. Underwater sound equipment. Transmission components for M-2 infantry fighting vehicles. RDT&E for missile and space systems and electronic and communications equipment. |
| 3. McDonnell Douglas Corp. | F-18 HORNET, F-15 EAGLE, AH-64 APACHE, KC-10 EXTENDER, and AV-8 HARRIER aircraft. TOMAHAWK and HARPOON missile systems. RDT&E for aircraft, missile and space systems and electronics and communication equipment. |
| 4. Rockwell International Corp. | B-1 bomber. MX, HELLFIRE, and MINUTEMAN missile systems. Space vehicles. Various electronics & communication equipment. |
| 5. General Motors Corp. | MAVERICK, PHOENIX and TOW missile systems. T-56 aircraft engines. Guided missile systems for F-14 and F-18 fighter aircraft. Fire control equipment for M-1 tank. Components MK-48 Torpedo. |
| 6. Lockheed Corp. | C-5 GALAXY, C-130 HERCULES and P-3 ORION aircraft. RDT&E for missile & space systems, electronics & communication equipment and weapons. Space vehicles. |
| 7. Raytheon Co. | PATRIOT, SPARROW, HAWK, MAVERICK & RIM-66 standard missile systems. RDT&E electronics & communication equipment. |

Table E (Concluded)

| <u>COMPANY</u> | <u>MAJOR PRODUCTS</u> |
|------------------------------|--|
| 8. Boeing Co., Inc. The | Electronic countermeasures and aircraft accessories for B-1 bomber. M&R, miscellaneous equipment, management services, etc., for H-46 SEA KNIGHT, B-52 STRATOFORTRESS, C-135 STRATOLIFTER, E-3A, and A-6 INTRUDER aircraft. CH-47 CHINOOK helicopter. MX-missile. Miscellaneous electronics & communication equip. |
| 9. United Technologies Corp. | F-100, J-52 and TF-30 aircraft engines. UH-60 BLACKHAWK, CH-53 SEA STALLION and SH-60 SEAHAWK helicopters. Space vehicle components. |
| 10. Grumman Corp. | F-14 TOMCAT, E-2 HAWKEYE, EA-6B PROWLER, A-6 INTRUDER, and C-2 GREYHOUND aircraft. RDT&E for aircraft and electronics and communication equipment. |
| 11. Martin Marietta Corp. | PERSHING, HELLFIRE & SICBM missile systems. A-64 APACHE aircraft. Guided missile launchers. RDT&E for MX and TITAN missile systems and space transportation systems. |

TABLE 1
INDEX OF 100 PARENT COMPANIES WHICH
RECEIVED THE LARGEST DOLLAR VOLUME OF
PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | PARENT COMPANY | R A N K | PARENT COMPANY |
|------------------|-------------------------------|------------------|--------------------------------|
| 57 | AEROSPACE CORPORATION THE | 19 | INTERNATIONAL BUSINESS MCHS |
| 22 | ALLIED-SIGNAL INC | 98 | ITT & VARO JOINT VENTURE |
| 83 | AMERADA HESS CORPORATION | 28 | ITT CORPORATION |
| 25 | AMERICAN TELEPHONE & TELG CO | 53 | JOHNS HOPKINS UNIVERSITY |
| 50 | AMOCO CORPORATION | 77 | LEAR SIEGLER INC |
| 71 | ASHLAND OIL INC | 15 | LITTON INDUSTRIES INC |
| 34 | ATLANTIC RICHFIELD COMPANY | 6 | LOCKHEED CORPORATION |
| 47 | AVONDALE INDUSTRIES INC | 49 | LORAL CORPORATION |
| 63 | BAHRAIN NATIONAL OIL | 17 | LTV CORPORATION THE |
| 45 | BATH IRON WORKS CORPORATION | 11 | MARTIN MARIETTA CORPORATION |
| 96 | BDM INTERNATIONAL INC | 51 | MASSACHUSETTS INST TECHNOLOGY |
| 37 | BELL BOEING JV | 3 | MC DONNELL DOUGLAS CORPORATION |
| 8 | BOEING COMPANY THE | 54 | MITRE CORPORATION THE |
| 100 | BRUNSWICK CORPORATION | 59 | MOBIL CORPORATION |
| 52 | BURROUGHS CORPORATION | 56 | MORRISON KNUDSEN CORPORATION |
| 38 | CFM INTERNATIONAL INC | 75 | MORTON THIOKOL INC |
| 29 | CHEVRON CORPORATION | 48 | MOTOR OILS HELLAS CORINTH REFI |
| 80 | CHRYSLER CORPORATION | 39 | MOTOROLA INC |
| 69 | COASTAL CORPORATION THE | 31 | NORTHROP CORPORATION |
| 88 | COLT INDUSTRIES INC | 55 | OLIN CORPORATION |
| 62 | COMPUTER SCIENCES CORPORATION | 72 | OSHKOSH TRUCK CORPORATION |
| 68 | CONTROL DATA CORPORATION | 84 | PACIFIC RESOURCES INC |
| 91 | DIGITAL EQUIPMENT CORPORATION | 43 | PAN AM CORPORATION |
| 66 | DRAPER CHARLES STARK LAB | 61 | PENN CENTRAL CORPORATION THE |
| 73 | DYNALECTRON CORPORATION | 7 | RAYTHEON COMPANY |
| 82 | E SYSTEMS INC | 4 | ROCKWELL INTERNATIONAL CORP |
| 92 | EASTMAN KODAK COMPANY | 67 | ROLLS ROYCE INC |
| 20 | EATON CORPORATION | 24 | ROYAL DUTCH PETROLEUM COMPANY |
| 97 | ELECTROSPACE SYSTEMS INC | 70 | SANDERS ASSOCIATES INC |
| 64 | EMERSON ELECTRIC CO | 74 | SCIENCE APPLICATIONS INTL |
| 36 | EXXON CORPORATION | 26 | SINGER COMPANY THE |
| 76 | FIGGIE INTERNATIONAL HOLDINGS | 65 | SOBERBIO INC |
| 27 | FMC CORPORATION | 16 | SPERRY CORPORATION |
| 30 | FORD MOTOR COMPANY | 89 | STEUART INVESTMENT COMPANY INC |
| 95 | G E C INCORPORATED | 60 | SUN COMPANY INC |
| 78 | GATES CORPORATION THE | 90 | SUNDSTRAND CORPORATION |
| 33 | GENCORP INC | 21 | T R W INC |
| 1 | GENERAL DYNAMICS CORPORATION | 41 | TELEDYNE INC |
| 2 | GENERAL ELECTRIC COMPANY | 42 | TENNECO INC |
| 5 | GENERAL MOTORS CORPORATION | 93 | TEXACO INC |
| 40 | GOODYEAR TIRE & RUBBER CO | 18 | TEXAS INSTRUMENTS INCORPORATED |
| 58 | GOULD INC | 14 | TEXTRON INC |
| 10 | GRUMMAN CORPORATION | 86 | TODD SHIPYARDS CORPORATION |
| 23 | GTE CORPORATION | 81 | TRACOR INC |
| 35 | HARRIS CORPORATION | 99 | TRANSAMERICA CORPORATION |
| 32 | HARSCO CORPORATION | 87 | UNITED INDUSTRIAL CORPORATION |
| 46 | HERCULES INCORPORATED | 44 | UNITED STATES PHILIPS TRUST |
| 79 | HEWLETT PACKARD COMPANY | 9 | UNITED TECHNOLOGIES CORP |
| 94 | HOLLY CORPORATION | 13 | WESTINGHOUSE ELECTRIC CORP |
| 12 | HONEYWELL INC | 85 | ZENITH ELECTRONICS CORPORATION |

TABLE 2

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|----------------------------|------------------------|-----------------------------------|
| | T O T A L | \$145,742,058 | 100.00 | 100.00 |
| | TOTAL, 100 COMPANIES & THEIR SUBSIDIARIES | 98,621,062 | 67.67 | 67.67 |
| 1. | GENERAL DYNAMICS CORPORATION | 7,974,786 | | |
| | CESSNA AIRCRAFT COMPANY INC | 25,223 | | |
| | DATAGRAPHIX GMBH | 186 | | |
| | DATAGRAPHIX INC | 11,785 | | |
| | GENERAL DYNAMICS/VALLEY SYS | 995 | | |
| | TOTAL | 8,012,975 | 5.50 | 5.50 |
| 2. | GENERAL ELECTRIC COMPANY | 5,583,088 | | |
| | CALMA COMPANY | 3,861 | | |
| | CANADIAN GENERAL ELECTRIC CO | 1,791 | | |
| | ELANO CORPORATION | 1,668 | | |
| | ELANO EAST CORP | 196 | | |
| | GENERAL ELECTRIC MED SYS | 79 | | |
| | MANAGEMENT & TECHNICAL SVS CO | 10,021 | | |
| | NATIONAL BROADCASTING CO INC | 82 | | |
| | RCA BASE SUPPORT SERVICES INC | 1,954 | | |
| | RCA CORPORATION | 1,218,876 | | |
| | RCA GLOBAL COMMUNICATIONS INC | 24,461 | | |
| | RCA SARNOFF DAVID RESEARCH | 691 | | |
| | RCA SERVICE CO | 29 | | |
| | REUTER STOKES INC DEL | 282 | | |
| | TOTAL | 6,847,079 | 4.70 | 10.20 |
| 3. | MC DONNELL DOUGLAS CORPORATION | 6,334,211 | | |
| | INCO INC | 12,790 | | |
| | MC DONNELL DOUGLAS HELICOPTER | 231,741 | | |
| | SHORT JOHN & ASSOCIATES | 6,672 | | |
| | TYMNET MC DNNL DGLS NETWK | 754 | | |
| | VITEK SYSTEMS INC | 143 | | |
| | TOTAL | 6,586,311 | 4.52 | 14.72 |
| 4. | ROCKWELL INTERNATIONAL CORP | 5,582,715 | | |
| | ALLEN BRADLEY COMPANY | 1,195 | | |
| | COLLINS INTERNATIONAL SV CO | 5,591 | | |
| | ROCKWELL TELECOMMUNICATIONS | 180 | | |
| | TOTAL | 5,589,681 | 3.84 | 18.55 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|------------------------------|----------------------------|------------------------|-----------------------------------|
| 5. | GENERAL MOTORS CORPORATION | 1,142,448 | | |
| | ADAM OPEL AKTIENGESELLSCHAFT | 179 | | |
| | ELECTRONIC DATA SYSTEMS CORP | 177,265 | | |
| | GENERAL MOTORS OF CANADA LTD | 366 | | |
| | HUGHES AIRCRAFT COMPANY | 3,709,017 | | |
| | HUGHES COMMUNICATION INTL | 39,882 | | |
| | SMITH DETROIT DIESEL ALLISON | 139 | | |
| | TOTAL | 5,069,296 | 3.48 | 22.03 |
| 6. | LOCKHEED CORPORATION | 2,825,487 | | |
| | DIALOG INFORMATION SERVICES | 57 | | |
| | LOCKHEED AEROMOD CENTER INC | 5,779 | | |
| | LOCKHEED DATAPLAN INC | 3,479 | | |
| | LOCKHEED ELECTRONICS COMPANY | 43,095 | | |
| | LOCKHEED ENGRG & MGT SVS CO | 2,786 | | |
| | LOCKHEED MISSILES & SPACE CO | 1,947,648 | | |
| | LOCKHEED SHIPBUILDING CO | 61,578 | | |
| | MURDOCK ENGINEERING COMPANY | 6,409 | | |
| | TOTAL | 4,896,318 | 3.36 | 25.39 |
| 7. | RAYTHEON COMPANY | 3,738,262 | | |
| | AMANA REFRIGERATION INC | 1,166 | | |
| | BEECH AEROSPACE SERVICES INC | 80,495 | | |
| | BEECH AIRCRAFT CORPORATION | 163,567 | | |
| | INDIANA BEECHCRAFT INC | 328 | | |
| | IOWA MFG CO | 665 | | |
| | MACHLETT LABORATORIES INC | 28 | | |
| | RAYTHEON MIDDLE E SYSTEMS CO | 384 | | |
| | RAYTHEON SERVICE COMPANY | 60,583 | | |
| | RAYTHEON TECH ASST CO | 47 | | |
| | RAYTHN MDTRRN SSTMS CMPNY | 2,296 | | |
| | SALT LAKE BEECHCRAFT INC | 180 | | |
| | SEDCO SYSTEMS INC | 2,682 | | |
| | SEISCOR TECHNOLOGIES INC | 90 | | |
| | SPEED QUEEN COMPANY | 32 | | |
| | SWITCHCRAFT INC | 383 | | |
| | UNITED ENGINEERS & CONSTRS | 385 | | |
| | TOTAL | 4,051,573 | 2.78 | 28.17 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|--|--|---|
| 8. | BOEING COMPANY THE B E & C ENGINEERS INC BOEING GEORGIA INCORPORATED BOEING TECHNICAL OPERATIONS HYDRAULIC UNITS INCORPORATED TOTAL | 3,493,648 90 56 61,006 1,226 3,556,026 | 2.44 | 30.61 |
| 9. | UNITED TECHNOLOGIES CORP CARRIER CORPORATION ELLIOTT CO ELLIOTT TURBOMACHINERY CO INC ESSEX GROUP INC GIFFEN SERVICE COMPANY HAMILTON STANDARD ELECTRONICS HAMILTON TEST SYSTEMS INC NORDEN SYSTEMS INC OTIS ELEVATOR COMPANY PRATT & WHITNEY CANADA INC SIKORSKY SUPPORT SERVICES INC TURBO POWER & MARINE SYSTEMS UNITED SPACE BOOSTERS INC UNITED TECH AUTO HLDNGS INC TOTAL | 3,251,796 2,506 1,129 206 382 65 4,234 621 170,042 369 346 87,851 2,244 123 5,100 3,527,014 | 2.42 | 33.03 |
| 10. | GRUMMAN CORPORATION GRUMMAN AEROSPACE CORPORATION GRUMMAN DATA INFORMATION SVS GRUMMAN DATA SYSTEMS CORP GRUMMAN HOUSTON CORPORATION GRUMMAN SYSTEMS SUPPORT CORP GRUMMAN-CTEC INC TOTAL | 1,406 2,926,500 370 23,880 15,136 138 65 2,967,495 | 2.04 | 35.06 |
| 11. | MARTIN MARIETTA CORPORATION MARTIN MARIETTA AEROSPACE MARTIN MARIETTA DATA SYST MATHEMATICA INC TOTAL | 2,291,646 639,931 3,414 406 2,935,397 | 2.01 | 37.08 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|---|--|---|
| 12. | HONEYWELL INC HONEYWELL BULL AG HONEYWELL INFORMATION SYSTEMS TETRA TECH INC TOTAL | 1,609,824 65 203,441 33,115 1,846,445 | 1.27 | 38.35 |
| 13. | WESTINGHOUSE ELECTRIC CORP T S C INC UNIMATION INC XETRON CORPORATION TOTAL | 1,704,301 8,419 56 414 1,713,190 | 1.18 | 39.52 |
| 14. | TEXTRON INC ACCURATE BUSHING CO INC ACE INDUSTRIES INC ATLANTIC AEROSPACE INC AVCO CORPORATION AVCO RESEARCH LABORATORY INC BABCO INDUSTRIES INC BELL HELICOPTER TEXTRON INC BRYANT GRINDER CORPORATION CADILLAC GAGE COMPANY EX CELL O CORPORATION H R TEXTRON INC MC CORD GASKET CORPORATION NORWOOD PRECISION PRODUCTS INC PUROLATOR TECHNOLOGIES INC TOTAL | 105,419 229 14,184 41 773,337 39,282 1,382 631,216 375 56,206 19,124 20,003 95 4,976 5,177 1,671,046 | 1.15 | 40.67 |
| 15. | LITTON INDUSTRIES INC INTERNATIONAL LASER SYSTEMS ITEK CORPORATION ITEK OPTICAL SYSTEMS LITEF (LITTON TECHNISCHE WERKE) LITTON AERO PRODUCTS LITTON BUSINESS SYSTEMS INC LITTON COMPUTER SERVICES LITTON INDUSTRIAL PRODUCTS INC LITTON SYSTEMS INC TOTAL | 49,908 122 69,292 672 49 233 179 100 982 1,541,737 1,663,274 | 1.14 | 41.81 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 16. | SPERRY CORPORATION | 1,556,731 | | |
| | TOTAL | 1,556,731 | 1.07 | 42.88 |
| 17. | LTV CORPORATION THE | 19,541 | | |
| | AM GENERAL CORPORATION | 583,463 | | |
| | LTV AEROSPACE & DEF CO | 795,166 | | |
| | LTV ENERGY PRODUCTS COMPANY | 903 | | |
| | OIL STATES INDUSTRIES CO INC | 768 | | |
| | SIERRA RESEARCH CORPORATION | 44,746 | | |
| | TOTAL | 1,444,587 | 0.99 | 43.87 |
| 18. | TEXAS INSTRUMENTS INCORPORATED | 1,430,585 | | |
| | TEXAS INSTRUMENTS ASIA LIMITED | 4,301 | | |
| | TOTAL | 1,434,886 | 0.98 | 44.85 |
| 19. | INTERNATIONAL BUSINESS MCHS | 1,356,472 | | |
| | I B M INSTRUMENTS INC | 71 | | |
| | I B M WORLD TRADE CORPORATION | 1,025 | | |
| | ROLM CORPORATION | 1,650 | | |
| | TOTAL | 1,359,218 | 0.93 | 45.79 |
| 20. | EATON CORPORATION | 1,053,709 | | |
| | ADDINGTON LABS MICRO PROD | 2,964 | | |
| | ANALYTICAL ASSESSMENTS CORP | 2,169 | | |
| | EATON-KENWAY INCORPORATED | 2 | | |
| | MASTER SPECIALTIES COMPANY | 586 | | |
| | PACIFIC SIERRA RESEARCH CORP | 8,641 | | |
| | TOTAL | 1,068,071 | 0.73 | 46.52 |
| 21. | T R W INC | 913,152 | | |
| | ESL INC | 92,300 | | |
| | T R W ELECTRONIC PRODUCTS INC | 45,232 | | |
| | TRW MICROWAVE INC | 1,816 | | |
| | ULTIMATE COMPUTER SERVICE INC | 60 | | |
| | TOTAL | 1,052,560 | 0.72 | 47.24 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 22. | ALLIED-SIGNAL INC | 542 | | |
| | AIR SUPPLY INTERNATIONAL | 46 | | |
| | ALLIED ANALYTICAL SYSTEM | 230 | | |
| | ALLIED CHEMICAL CORP | 607 | | |
| | ALLIED CORPORATION | 611,436 | | |
| | AMEX SYSTEMS INC | 36,287 | | |
| | AMPEX CORPORATION | 40,625 | | |
| | BARON BLAKESLEE INC | 72 | | |
| | BENDIX AVELEX INC | 1,303 | | |
| | BENDIX FIELD ENGINEERING CORP | 106,653 | | |
| | GARRETT CORPORATION THE | 226,024 | | |
| | KING RADIO CORPORATION | 3,893 | | |
| | M P B CORPORATION | 5,623 | | |
| | NEPTUNE INTERNATIONAL CORP | 68 | | |
| | REVERE CORPORATION OF AMER NJ | 3,500 | | |
| | SIGMA INSTRUMENTS INC | 835 | | |
| | SIGNAL COMPANIES INC THE | 3,556 | | |
| | SIGNAL RESEARCH CENTER INC | 250 | | |
| | UOP INC | 1,262 | | |
| | TOTAL | 1,042,812 | 0.72 | 47.96 |
| 23. | GTE CORPORATION | 652 | | |
| | G T E LABORATORIES INC | 2,777 | | |
| | G T E SERVICE CORPORATION | 180,030 | | |
| | GENERAL TELE CO NORTHWEST | 353 | | |
| | GENERAL TELE CO SOUTHWEST | 2,770 | | |
| | GENERAL TELEPHONE CO ALASKA | 37 | | |
| | GENERAL TELEPHONE CO MIDWEST | 86 | | |
| | GENERAL TELEPHONE CO OHIO | 369 | | |
| | GENERAL TELEPHONE COMPANY CAL | 2,378 | | |
| | GENERAL TELEPHONE COMPANY FLA | 723 | | |
| | GENERAL TELEPHONE COMPANY IND | 61 | | |
| | GENERAL TELEPHONE COMPANY SO | 271 | | |
| | GTE COMMUNICATION SYSTEMS CORP | 1,111 | | |
| | GTE GOVERNMENT SYSTEMS INC | 605,668 | | |
| | GTE LENKURT INCORPORATED | 1,556 | | |
| | GTE PRODUCTS CORPORATION DEL | 195,483 | | |
| | GTE SPRINT COMM CORP | 2,164 | | |
| | GTE SYLVANIA INC | 16,910 | | |
| | GTE TELECOM INC | 10,310 | | |
| | GTE TELENET | 102 | | |
| | GTE VALERON CORPORATION | 38 | | |
| | HAWAIIAN TELEPHONE COMPANY | 17,369 | | |
| | TOTAL | 1,041,218 | 0.71 | 48.67 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 24. | ROYAL DUTCH PETROLEUM COMPANY | 0 | | |
| | PHIPINAS SHELL PETROLEUM | 534 | | |
| | SCALLOP CORP | 211,280 | | |
| | SHELL CO OF HONG KONG LTD THE | 47 | | |
| | SHELL CO OF THE ISLANDS | 4,216 | | |
| | SHELL EASTERN PETROLEUM PTE LT | 58,757 | | |
| | SHELL INTERNATIONAL PETROLEUM | 14,800 | | |
| | SHELL INTERNATIONAL TRADING | 4,439 | | |
| | SHELL MARKETS | 647 | | |
| | SHELL OIL COMPANY | 687,963 | | |
| | SHOWA SHELL SEIKYU K K | 3,113 | | |
| | TOTAL | 985,796 | 0.68 | 49.35 |
| 25. | AMERICAN TELEPHONE & TELG CO | 384,185 | | |
| | A T & T INFORMATION SYSTEMS | 131,991 | | |
| | A T & T TECHNOLOGIES INC | 392,747 | | |
| | A T & T TELETYPE CORP DEL | 2,309 | | |
| | SANDIA CORPORATION | 1,603 | | |
| | WESTERN ELC GOVERNMENT SV CO | 383 | | |
| | WESTERN ELECTRIC SAUDI ARABI | 432 | | |
| | TOTAL | 913,650 | 0.63 | 49.97 |
| 26. | SINGER COMPANY THE | 835,825 | | |
| | ALLEN CORPORATION OF AMERICA | 9,944 | | |
| | E M SYSTEMS INC | 672 | | |
| | HRB SINGER INC | 24,037 | | |
| | SINGER COMMUNICATION CORP | 86 | | |
| | TOTAL | 870,564 | 0.60 | 50.57 |
| 27. | FMC CORPORATION | 863,022 | | |
| | TOTAL | 863,022 | 0.59 | 51.16 |
| 28. | ITT CORPORATION | 533,064 | | |
| | FEDERAL ELECTRIC CORPORATION | 259,506 | | |
| | ITT BASE SERVICES INC | 1,998 | | |
| | ITT INDUSTRIES OF CANADA LTD | 35 | | |
| | ITT SYSTEMS INC | 685 | | |
| | ITT TELECOM PRODUCTS CORP | 3,389 | | |
| | SCOTT O M & SONS COMPANY INC | 36 | | |
| | SHERATON CORPORATION THE | 35 | | |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|-------------------------------|----------------------------|------------------------|-----------------------------------|
| 28. | ITT CORPORATION (CONT.) | | | |
| | UNITED STATES TRANSM SYSTEMS | 628 | | |
| | TOTAL | 799,376 | 0.55 | 51.71 |
| 29. | CHEVRON CORPORATION | 1,067 | | |
| | CHEVRON CHEMICAL COMPANY | 28 | | |
| | CHEVRON INTERNATIONAL OIL CO | 2,738 | | |
| | CHEVRON USA INC | 740,186 | | |
| | G A TECHNOLOGIES INC | 48,122 | | |
| | HARSHAW CHEMICAL COMPANY | 2,344 | | |
| | TOTAL | 794,485 | 0.55 | 52.26 |
| 30. | FORD MOTOR COMPANY | 6,075 | | |
| | FORD AEROSPACE COMMUNICATIONS | 745,971 | | |
| | SUN COUNTRY FORD TRACTOR INC | 37 | | |
| | TOTAL | 752,083 | 0.52 | 52.77 |
| 31. | NORTHROP CORPORATION | 640,975 | | |
| | NORTHROP SERVICES INC | 23,720 | | |
| | NORTHROP WORLDWIDE AIRCRFT SV | 76,864 | | |
| | WILCOX ELECTRIC INC | 463 | | |
| | TOTAL | 742,022 | 0.51 | 53.28 |
| 32. | HARSCO CORPORATION | 707,087 | | |
| | TOTAL | 707,087 | 0.49 | 53.77 |
| 33. | GENCORP INC | 2,874 | | |
| | AEROJET ELECTROSYSTEMS CO | 90,570 | | |
| | AEROJET GENERAL CORPORATION | 172,704 | | |
| | AEROJET HEAVY METALS COMPANY | 626 | | |
| | AEROJET ORDNANCE & MFG CO | 362,013 | | |
| | AEROJET TACTICAL SYSTEMS | 7,842 | | |
| | AEROJET TECHSYSTEMS | 6,671 | | |
| | RKO GENERAL INC | 44 | | |
| | TOTAL | 643,344 | 0.44 | 54.21 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 34. | ATLANTIC RICHFIELD COMPANY | 641,370 | | |
| | ARCO EXPLORATION & TECHNOLOGY | 292 | | |
| | ARCO METALS COMPANY | 199 | | |
| | ARCO PIPE LINE COMPANY | 49 | | |
| | CHEM LINK INC | 169 | | |
| | TOTAL | 642,079 | 0.44 | 54.65 |
| 35. | HARRIS CORPORATION | 533,709 | | |
| | HARRIS DATA COMMUNICATIONS INC | 249 | | |
| | LANIER BUSINESS PRODUCTS INC | 7,526 | | |
| | SCIENTIFIC CALCULATIONS INC | 103 | | |
| | TOTAL | 541,587 | 0.37 | 55.02 |
| 36. | EXXON CORPORATION | 110,311 | | |
| | ESSO A G | 16,216 | | |
| | ESSO BERMUDA | 88 | | |
| | ESSO STANDARD OIL SA LTD | 3,026 | | |
| | ESSO UK P L C | 32 | | |
| | EXXON CO USA | 392,688 | | |
| | EXXON OFFICE SYSTEMS | 32 | | |
| | IMPERIAL OIL CO INC | 6,617 | | |
| | RELIANCE ELECTRIC COMPANY | 2,980 | | |
| | TOTAL | 531,990 | 0.37 | 55.39 |
| 37. | BELL BOEING JV | 514,908 | | |
| | TOTAL | 514,908 | 0.35 | 55.74 |
| 38. | CFM INTERNATIONAL INC | 512,272 | | |
| | TOTAL | 512,272 | 0.35 | 56.09 |
| 39. | MOTOROLA INC | 464,866 | | |
| | CODEX CORPORATION | 9,208 | | |
| | MOTOROLA COMMUNICATIONS ELCR | 24,310 | | |
| | MOTOROLA COMMUNICATIONS INTL | 767 | | |
| | MOTOROLA COMPUTER SYSTEMS INC | 10,641 | | |
| | MOTOROLA INC SEMICONDUCTOR | 46 | | |
| | UNIVERSAL DATA SYSTEMS INC DEL | 317 | | |
| | TOTAL | 510,155 | 0.35 | 56.44 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|---|----------------------------------|-----------------------------------|
| 40. | GOODYEAR TIRE & RUBBER CO AIR TREADS INC GOODYEAR AEROSPACE CORPORATION MOTOR WHEEL CORPORATION TOTAL | 92,381 3,319 402,994 202 498,896 | 0.34 | 56.78 |
| 41. | TELEDYNE INC CURTISS-WRIGHT CORPORATION CURTISS-WRIGHT/MARQUETTE INC TARGET ROCK CORPORATION TELEDYNE AEROSPACE SYSTEMS TELEDYNE ENERGY SYSTEMS TELEDYNE EXPLORATION COMPANY TELEDYNE INDUSTRIES INC TELEDYNE MICRONETICS TELEDYNE POWDER ALLOYS TELEDYNE REPUBLIC MFG TOTAL | 240,718 7,861 1,234 483 201 965 133 234,970 119 94 847 487,625 | 0.33 | 57.12 |
| 42. | TENNECO INC CASE J I COMPANY EKCO PRODUCTS INC MONROE AUTO EQUIPMENT COMPANY NEWPORT NEWS INDUSTRIAL CORP NEWPORT NEWS SHPBLDG/DRYDCK CO PACKAGING CORPORATION OF AMER TENNECO OIL COMPANY TOTAL | 0 10,209 39 213 594 465,906 136 90 477,187 | 0.33 | 57.44 |
| 43. | PAN AM CORPORATION PAN AM WORLD SERVICES INC T G S TECHNOLOGY INC TOTAL | 0 468,316 8,392 476,708 | 0.33 | 57.77 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 44. | UNITED STATES PHILIPS TRUST | 0 | | |
| | AIRPAX CORPORATION | 4,585 | | |
| | AMPEREX ELECTRONIC CORP | 4,847 | | |
| | ANCHOR BRUSH COMPANY INC | 389 | | |
| | EDAX INTERNATIONAL INC | 60 | | |
| | GENERAL ATRONICS CORP | 1,309 | | |
| | MAGNAVOX COMPANY INC THE | 26,779 | | |
| | MAGNAVOX ELECTRONIC SYSTEMS CO | 4,180 | | |
| | MAGNAVOX GOVT & IND ELECT CO | 406,167 | | |
| | MAGNAVOX OVRSEAS LTD | 26 | | |
| | MEPCO/CENTRALAB INC | 482 | | |
| | N A P CONSUMER ELECTRONICS | 289 | | |
| | NEW ENGLAND RES CTR INC | 3,870 | | |
| | NORTH AMERICAN PHILIPS CORP | 2,327 | | |
| | NORTH AMERICAN PHILIPS LTG | 5,639 | | |
| | PHILIPS E C G INC | 2,070 | | |
| | PHILIPS ELECTRONIC INSTRS | 1,478 | | |
| | PHILIPS MEDICAL SYSTEMS | 9,368 | | |
| | S & H MEDICAL SYSTEMS INC | 90 | | |
| | SIGNETICS CORPORATION | 408 | | |
| | TOTAL | 474,363 | 0.33 | 58.10 |
| 45. | BATH IRON WORKS CORPORATION | 464,928 | | |
| | TOTAL | 464,928 | 0.32 | 58.42 |
| 46. | HERCULES INCORPORATED | 394,382 | | |
| | CHAMPLAIN CABLE CORP | 56 | | |
| | ESGRAPH INCORPORATED | 56 | | |
| | SIMMONDS PRECISION PRODUCTS | 28,856 | | |
| | TOTAL | 423,350 | 0.29 | 58.71 |
| 47. | AVONDALE INDUSTRIES INC | 394,675 | | |
| | TOTAL | 394,675 | 0.27 | 58.98 |
| 48. | MOTOR OILS HELLAS CORINTH REF | 380,628 | | |
| | TOTAL | 380,628 | 0.26 | 59.24 |
| 49. | LORAL CORPORATION | 67,567 | | |
| | FREQUENCY SOURCES INC | 283 | | |
| | LORAL INSTRUMENTATION | 489 | | |
| | LORAL AMERICAN BERYLLIUM CORP | 539 | | |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 49. | LORAL CORPORATION (CONT.) | | | |
| | LORAL DATA SYSTEMS CONIC | 4,002 | | |
| | LORAL ELECTRO OPTICAL SYSTEMS | 63,775 | | |
| | LORAL ELECTRONIC SYSTEMS | 199,441 | | |
| | LORAL HYCOR INC | 16,855 | | |
| | LORAL RANDTRON SYSTEMS | 727 | | |
| | LORAL SOUTHCOM INTERNATIONAL | 303 | | |
| | NARDA MICROWAVE CORPORATION | 3,076 | | |
| | ROLM MIL-SPEC COMPUTER | 19,758 | | |
| | WAVECOM INC | 222 | | |
| | TOTAL | 377,037 | 0.26 | 59.50 |
| 50. | AMOCO CORPORATION | 370,993 | | |
| | AMOCO TRANSPORT CO INC DEL | 86 | | |
| | TOTAL | 371,079 | 0.25 | 59.75 |
| 51. | MASSACHUSETTS INST TECHNOLOGY | 368,010 | | |
| | TOTAL | 368,010 | 0.25 | 60.00 |
| 52. | BURROUGHS CORPORATION | 69,425 | | |
| | BURROUGHS DEVTSCHCAND GMBH | 66 | | |
| | BURROUGHS FSSG | 1,800 | | |
| | BURROUGHS MACHINES LTD | 57 | | |
| | MEMOREX CORPORATION | 7,846 | | |
| | S D C INTEGRATED SERVICES | 644 | | |
| | SYSTEM DEVELOPMENT CORPORATION | 260,080 | | |
| | TOTAL | 339,918 | 0.23 | 60.24 |
| 53. | JOHNS HOPKINS UNIVERSITY | 317,626 | | |
| | TOTAL | 317,626 | 0.22 | 60.46 |
| 54. | MITRE CORPORATION THE | 310,011 | | |
| | TOTAL | 310,011 | 0.21 | 60.67 |
| 55. | OLIN CORPORATION | 273,884 | | |
| | PACIFIC ELECTRO DYNAMICS INC | 162 | | |
| | PHYSICS INTERNATIONAL COMPANY | 22,051 | | |
| | RAVENNA ARSENAL INC | 9,301 | | |
| | ROCKCOR INC | 1,233 | | |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------|----------------------------|------------------------|-----------------------------------|
| 55. | OLIN CORPORATION (CONT.) | | | |
| | TOTAL | 306,631 | 0.21 | 60.88 |
| 56. | MORRISON KNUDSEN CORPORATION | 164,608 | | |
| | MK-FERGUSON COMPANY | 3,609 | | |
| | MORRISON KNUDSEN INTL CO | 50 | | |
| | MORRISON-KNUDSEN ENGINEERS INC | 765 | | |
| | NATIONAL STL SHIPBUILDING CO | 60,467 | | |
| | NATIONAL STRUCTURE INC | 74,100 | | |
| | TOTAL | 303,599 | 0.21 | 61.09 |
| 57. | AEROSPACE CORPORATION THE | 301,781 | | |
| | TOTAL | 301,781 | 0.21 | 61.29 |
| 58. | GOULD INC | 283,322 | | |
| | AMERICAN MICROSYSTEMS INC | 37 | | |
| | GOULD COMPUTER SYSTEMS INC | 10,749 | | |
| | GOULD DEFENSE SYSTEMS INC DEL | 6,271 | | |
| | TOTAL | 300,379 | 0.21 | 61.50 |
| 59. | MOBIL CORPORATION | 0 | | |
| | MOBIL OIL CORPORATION | 299,599 | | |
| | TOTAL | 299,599 | 0.21 | 61.71 |
| 60. | SUN COMPANY INC | 0 | | |
| | FAUVER J N CO INC | 37 | | |
| | MONTOUR AUTO SERVICE CO | 429 | | |
| | PUERTO RICO SUN OIL CO INC | 93,541 | | |
| | ROTO SWING INC | 39 | | |
| | SUN REFINING & MARKETING CO | 200,396 | | |
| | TOTAL | 294,442 | 0.20 | 61.91 |
| 61. | PENN CENTRAL CORPORATION THE | 2,539 | | |
| | AERO MECHANISM INC | 263 | | |
| | BUCKEYE GAS PRODUCTS COMPANY | 512 | | |
| | G & H TECHNOLOGY INC | 803 | | |
| | GENERAL CABLE CO | 81 | | |
| | GK TECHNOLOGIES INC | 36 | | |
| | MARATHON LE TOURNEAU COMPANY | 639 | | |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--------------------------------------|----------------------------|------------------------|-----------------------------------|
| 61. | PENN CENTRAL CORPORATION THE (CONT.) | | | |
| | MARATHON MANUFACTURING CO | 5,020 | | |
| | P C C TECHNICAL INDUSTRIES INC | 207,169 | | |
| | SPRAGUE ELECTRIC COMPANY | 737 | | |
| | VITRO CORPORATION | 74,302 | | |
| | TOTAL | 292,101 | 0.20 | 62.10 |
| 62. | COMPUTER SCIENCES CORPORATION | 288,086 | | |
| | TOTAL | 288,086 | 0.20 | 62.30 |
| 63. | BAHRAIN NATIONAL OIL | 282,720 | | |
| | TOTAL | 282,720 | 0.19 | 62.49 |
| 64. | EMERSON ELECTRIC CO | 226,807 | | |
| | APPLETON ELECTRIC CO | 505 | | |
| | ATWOOD & MORRILL CO INC | 160 | | |
| | AUTOMATIC SWITCH COMPANY | 749 | | |
| | BECKMAN INDUSTRIAL CORP | 570 | | |
| | BRANSON INTERNATIONAL PLASMA | 30 | | |
| | CHANCE A B CO | 26 | | |
| | ELECTRONIC NVGTN IND INC | 46 | | |
| | MORSE INDUSTRIAL CORP | 62 | | |
| | RIDGE TOOL COMPANY THE | 139 | | |
| | ROSEMOUNT INC | 11,710 | | |
| | SOUTHWEST MOBILE SYSTEMS CORP | 31,139 | | |
| | SWECO INC | 75 | | |
| | VACCO INDUSTRIES | 6,457 | | |
| | XOMOX CORPORATION | 68 | | |
| | TOTAL | 278,543 | 0.19 | 62.68 |
| 65. | SOBERBIO INC | 0 | | |
| | PRIDE REFINING INC | 275,924 | | |
| | TOTAL | 275,924 | 0.19 | 62.87 |
| 66. | DRAPER CHARLES STARK LAB | 265,983 | | |
| | TOTAL | 265,983 | 0.18 | 63.06 |
| 67. | ROLLS ROYCE INC | 262,846 | | |
| | TOTAL | 262,846 | 0.18 | 63.24 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|---|--|---|
| 68. | CONTROL DATA CORPORATION CONTROL DATA CANADA LIMITED TOTAL | 254,876 153 255,029 | 0.17 | 63.41 |
| 69. | COASTAL CORPORATION THE BELCHER NEW ENGLAND INC BELCHER OIL CO OF NY INC BELCHER OIL COMPANY BELCHER TERMINALS INC COASTAL REFINING & MARKETING COASTAL STATES TRADING INC COASTAL TANKSHIPS U S A INC PACIFIC REFINING COMPANY TOTAL | 0 11,204 10,841 23,002 233 85,118 83,548 942 33,074 247,962 | 0.17 | 63.58 |
| 70. | SANDERS ASSOCIATES INC ANALYTYX ELECTRONIC SYSTEMS CALIFORNIA COMPUTER PRODUCTS TOTAL | 239,980 6,263 229 246,472 | 0.17 | 63.75 |
| 71. | ASHLAND OIL INC APAC INC APAC VIRGINIA INC ASHLAND COAL INC ASHLAND CONSTRUCTION INC ASHLAND OIL TRNSPRTN ASHLAND PETROLEUM CO ATEC INC DANIEL MANN JOHNSON MENDENHLL DMJM PHILLIPS REISTER HALEY DREW CHEMICAL CORPORATION HOLMES & NARVER INC RILEY CORPORATION SCIENTIFIC GAS PRODUCTS INC UHL & LOPEZ ENGINEERS INC UNITED STATES RILEY CORP VANGUARD TOTAL | 141,578 189 2,699 198 160 2,766 4,709- 1,424 5,706 188 307 91,823 128 28 33 192 92 242,802 | 0.17 | 63.92 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|-------------------------------|----------------------------|------------------------|-----------------------------------|
| 72. | OSHKOSH TRUCK CORPORATION | 242,113 | | |
| | TOTAL | 242,113 | 0.17 | 64.08 |
| 73. | DYNALECTRON CORPORATION | 230,468 | | |
| | C F E EQUIPMENT CORP | 228 | | |
| | C F E SERVICES INC | 506 | | |
| | DYN LOGISTICS SERVICES INC | 1,990 | | |
| | HELI DYNE SYSTEMS INC | 124 | | |
| | ITS INT SVC GMBH | 3,464 | | |
| | PAC ORD INC | 3,120 | | |
| | SERVAIR CORPORATION | 1,340 | | |
| | TOTAL | 241,240 | 0.17 | 64.25 |
| 74. | SCIENCE APPLICATIONS INTL | 232,208 | | |
| | JRB ASSOCIATES | 4,111 | | |
| | TOTAL | 236,319 | 0.16 | 64.41 |
| 75. | MORTON THIOKOL INC | 235,705 | | |
| | TOTAL | 235,705 | 0.16 | 64.57 |
| 76. | FIGGIE INTERNATIONAL HOLDINGS | 0 | | |
| | FIGGIE INTERNATIONAL INC | 234,484 | | |
| | TOTAL | 234,484 | 0.16 | 64.73 |
| 77. | LEAR SIEGLER INC | 176,461 | | |
| | DEVELOPMENTAL SCIENCES INC | 36,317 | | |
| | IDENTI-KIT COMPANY INC | 139 | | |
| | L S I AVIONIC SYSTEMS | 19,741 | | |
| | TOTAL | 232,658 | 0.16 | 64.89 |
| 78. | GATES CORPORATION THE | 0 | | |
| | GATES ENERGY PRODUCTS INC | 1,215 | | |
| | GATES LEARJET CORPORATION | 217,824 | | |
| | GATES RUBBER COMPANY THE | 782 | | |
| | JET ELECTRONICS & TECHNOLOGY | 12,774 | | |
| | TOTAL | 232,595 | 0.16 | 65.05 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|--|--|--|---|
| 79. | HEWLETT PACKARD COMPANY HEWLETT PACKARD GMBH VERTRIEBS TOTAL | 223,673 490 224,163 | 0.15 | 65.21 |
| 80. | CHRYSLER CORPORATION GULFSTREAM AEROSPACE CORP DEL GULFSTREAM AEROSPACE CORP GA TOTAL | 29,869 38,877 149,647 218,393 | 0.15 | 65.36 |
| 81. | TRACOR INC F S I SERVICES INC FLIGHT SYSTEMS INC M B ASSOCIATES INTERNATIONAL TRACOR AEROSPACE AUSTIN INC TRACOR APPLIED SCIENCES INC TRACOR MARCON INC TRACOR MARINE INC TRACOR MBA TRACOR NORTHERN INC TRACOR-HYDRONAUTICS INC WESTRONICS INC OF TEXAS TOTAL | 85,632 1,637 17,062 5,633 11,504 20,495 39 20,864 29,578 247 820 151 193,662 | 0.13 | 65.49 |
| 82. | E SYSTEMS INC SERV AIR INC TOTAL | 152,683 39,463 192,146 | 0.13 | 65.62 |
| 83. | AMERADA HESS CORPORATION HESS OIL VIRGIN ISLANDS CORP TOTAL | 31,434 154,757 186,191 | 0.13 | 65.75 |
| 84. | PACIFIC RESOURCES INC HAWAIIAN INDEPENDENT REFINERY PRI ASIA PTE LTD PROMANA INC SOUTH PACIFIC RESOURCES INC TOTAL | 54 168,382 3,326 5,535 3,672 180,969 | 0.12 | 65.87 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|---|----------------------------------|-----------------------------------|
| 85. | ZENITH ELECTRONICS CORPORATION VERITECHNOLOGY ELCR CORP DEL ZENITH DATA SYSTEMS CORP ZENITH INTEQ INC TOTAL | 141,369 177 33,717 832 176,095 | 0.12 | 65.99 |
| 86. | TODD SHIPYARDS CORPORATION ARO CORPORATION TODD PACIFIC SHIPYARDS CORP TOTAL | 52,460 5,221 118,095 175,776 | 0.12 | 66.11 |
| 87. | UNITED INDUSTRIAL CORPORATION A A I CORPORATION DETROIT STOKER COMPANY TOTAL | 0 172,248 197 172,445 | 0.12 | 66.23 |
| 88. | COLT INDUSTRIES INC DELAVAN INC GARLOCK INC MENASCO INC WALBAR INC TOTAL | 108,731 5,357 486 47,947 8,237 170,758 | 0.12 | 66.35 |
| 89. | STEUART INVESTMENT COMPANY INC STEUART PETROLEUM COMPANY TOTAL | 0 170,165 170,165 | 0.12 | 66.47 |
| 90. | SUNDSTRAND CORPORATION FALK CORPORATION THE SIGNATRON INC SULLAIR CORPORATION SUNDSTRAND DATA CONTROL INC SUNDSTRAND SERVICE CORPORATION WULFSBERG ELECTRONICS INC TOTAL | 150,800 548- 256 1,434 11,405 4,663 60 168,070 | 0.12 | 66.58 |
| 91. | DIGITAL EQUIPMENT CORPORATION DIGITAL EQUIPMENT GMBH DIGITAL EQUIPMENT INTL TOTAL | 164,548 1,011 163 165,722 | 0.11 | 66.70 |

TABLE 2 (CONTINUED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---|--|--|---|
| 92. | EASTMAN KODAK COMPANY DATATAPE INCORPORATED EIKONIX CORPORATION HOLSTON DEFENSE CORPORATION TOTAL | 59,835 7,753 293 97,040 164,921 | 0.11 | 66.81 |
| 93. | TEXACO INC DEUTSCHE TEXACO AG TEXACO CAMBEAN INC TEXACO LTD TEXACO PANAMA INC TOTAL | 145,416 9,533 668 6,923 1,112 163,652 | 0.11 | 66.92 |
| 94. | HOLLY CORPORATION NAVAJO REFINING COMPANY TOTAL | 0 161,126 161,126 | 0.11 | 67.03 |
| 95. | G E C INCORPORATED CINCINNATI ELECTRONICS CORP CIRCUIT TECHNOLOGY INC DICK A B COMPANY INC DEL G E C AVIONICS LTD MARCONI ELECTRONICS INC MARCONI-ELLICOTT LTD PICKER INTERNATIONAL INC TOTAL | 0 25,885 1,419 2,891 94,920 2,636 2,937 29,792 160,480 | 0.11 | 67.14 |
| 96. | BDM INTERNATIONAL INC BDM CORPORATION THE BDM MANAGEMENT SERVICES CO BDM SERVICES COMPANY ZAPEX CORPORATION TOTAL | 0 149,510 9,232 93 196 159,031 | 0.11 | 67.25 |
| 97. | ELECTROSPACE SYSTEMS INC TOTAL | 153,619 153,619 | 0.11 | 67.36 |

TABLE 2 (CONCLUDED)
100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF PRIME CONTRACT AWARDS

FISCAL YEAR 1986

| R A N K | COMPANIES | THOUSANDS OF DOLLARS | PERCENT OF TOTAL | CUMULATIVE PERCENT OF TOTAL |
|------------------|---------------------------|----------------------------|------------------------|-----------------------------------|
| 98. | ITT & VARO JOINT VENTURE | 152,867 | | |
| | TOTAL | <u>152,867</u> | 0.10 | 67.46 |
| 99. | TRANSAMERICA CORPORATION | 0 | | |
| | TRANSAMERICA AIRLINES INC | 109,240 | | |
| | TRANSAMERICA DELAVAL INC | 43,563 | | |
| | TOTAL | <u>152,803</u> | 0.10 | 67.57 |
| 100. | BRUNSWICK CORPORATION | 148,428 | | |
| | STG ELECTROSYSTEMS INC | 544 | | |
| | TOTAL | <u>148,972</u> | 0.10 | 67.67 |